CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Greer, Margolis, & Mitchell 1010 Wisconsin Ave Suite 800 Washington, DC 20007

	Contract / Rev	vision		Alt Order #		
	1858711	1		08870837		
Product						
HIGHWAY 31						
Contract Dates	Estimate #			***************************************		
11/30/17 - 12/12/17	6109					
Advertiser			Ori	ginal Date	/ Revision	
ISS/Highway 31			1	2/07/17	/ 12/07/17	
	Billing Cycle	Billing	Cal	endar	Cash/Trade	
	EOM/EOC	Broado			Cash	
	Property	Accour	nt E	xecutive	Sales Office	
	WSFA .	Ryan E	ddi	ns	HRP-Washingto	
	Special Handling					
	Demographic					
	Adults 35+					
	Agy Code	Adverti	ser	Code	Product 1/2	
		361			385	
	Agency Ref			Advertiser	Ref	
				l		

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
1 WSFA 12/03/17 12/10/17 WSFA News Sunday AM	9-930a <u>Rate</u> \$75.00 \$75.00	:30	NM	\$150.00
2 WSFA 11/30/17 12/01/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	9-10am <u>Rate</u> \$250.00	:30	NM	2 \$500.00
3 WSFA 11/30/17 12/01/17 NBC Today with Kathie Lee Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 2	10-11am <u>Rate</u> \$250.00	:30	NM :	2 \$500.00
4 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	11-1130Am <u>Rate</u> \$75.00	:30	NM	3 \$225.00
5 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	1 1130A-12P <u>Rate</u> \$75.00	:30	NM	3 \$225.00
6 WSFA 11/30/17 12/01/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	12-1230pm <u>Rate</u> \$250.00	:30	NM	3 \$750.00
7 WSFA 11/30/17 12/01/17 NET Days of Our Lives <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 1	1230-130p <u>Rate</u> \$350.00	:30	NM	\$350.00
8 WSFA 11/30/17 12/01/17 RIGHT THIS MINUTES <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	130-2p <u>Rate</u> \$75.00	:30	NM :	2 \$150.00
10 WSFA 11/30/17 12/01/17 JUDGE JUDY 2ND RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	3-330p <u>Rate</u> \$135.00	:30	NM :	3 \$405.00
11 WSFA 11/30/17 12/01/17 Today in Alabama 430am	430-5a	:30	NM :	\$50.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

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| Contract / Revision | Alt Order # | 1858711 / 08870837

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/12/17
 HIGHWAY 31
 6109

 Advertiser
 Original Date / Revision

 ISS/Highway 31
 12/07/17 / 12/07/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week		Type Sp	ots	Amount
Start Date End Date Weekdays Spots/Week	Rate	Dayo Longar Wook	T (dic	Туроор		
Week: 11/27/17 12/03/17TF 2 12 WSFA 11/30/17 12/01/17 JUDGE JUDY 1ST RUN	\$25.00	:30		NM	3	\$405.00
12 WSFA 11/30/17 12/01/17 JUDGE JUDY 1ST RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	330-4p <u>Rate</u> \$135.00	.30		INIVI	3	\$405.00
13 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	•	NM	3	\$405.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	<u>Rate</u> \$135.00					
14 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30		NM	3	\$525.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	<u>Rate</u> \$175.00					
15 WSFA 11/30/17 12/01/17 WSFA 12 News at Five	5-530pm	:30		NM	4	\$1,700.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 TF 4	<u>Rate</u> \$425.00		•			
16 WSFA 11/30/17 12/01/17 WSFA 12 News at Six - MF	6-630pm	:30		NM	4	\$3,200.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 4	<u>Rate</u> \$800.00					
17 WSFA 12/02/17 12/09/17 WSFA 12 News at Six-Sat	Sa 6-7pm	:30		NM	2	\$400.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171- 1	<u>Rate</u> \$200.00					
Week: 12/04/17 12/10/171- 1	\$200.00					
18 WSFA 12/03/17 12/10/17 WSFA 12 News at Five-Sur	•	:30	•	NM	2	\$450.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 1 1	<u>Rate</u> \$225.00					
Week: 12/04/17 12/10/171 1	\$225.00				_	
19 WSFA 11/30/17 12/01/17 ENTERTAINMENT TONIGH Start Date End Date Weekdays Spots/Week	-11630-7p Rate	:30		NM	2	\$700.00
Week: 11/27/17 12/03/17TF 3	\$350.00		. .	_		
Spot Ch Date Range Description 1 WSFA 11/27/17-12/03/17 ENTERTAINMENT TONIG	Start/End Time H1630-7p	Weekdays Length	<u>Rate</u> \$350.00	<u>Type</u> NM		
Credited						
20 WSFA 11/30/17 12/01/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week	*	:30		NM	2	\$1,000.00
Week: 11/27/17 12/03/17TF 4	<u>Rate</u> \$500.00					
Spot Ch Date Range Description 1 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - M	Start/End Time	Weekdays Length	<u>Rate</u> \$500.00	<u>Type</u> NM		
Credited	r 10-1033pm	.50	\$000.00	74177		
3 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - M Credited	F 10-1035pm	ThF ;30	\$500.00	NM [*]		
21 WSFA 12/02/17 12/09/17 WSFA 12 News at Ten - Sa		:30		NM	2	\$700.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 1- 1	<u>Rate</u> \$350.00					
Week: 12/04/17 12/10/171- 1	\$350.00					
22 WSFA 11/30/17 12/01/17 Today in Alabama 5am	5-530a	:30		NM	3	\$600.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 TF 3	<u>Rate</u> \$200.00					
23 WSFA 12/03/17 12/10/17 WSFA 12 News at Ten - Su	n 10-1030pm	:30		NM	0	\$0.00

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 HIGHWAY 31
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	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 1 1 Spot Ch Date Range Description 1 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - S	Rate \$225.00 Start/End Time un 10-1030pm	Weekdays Length Rate St :30 \$225.00	Type NM	
Credited Week: 12/04/17 12/10/17 1 1 Spot Ch Date Range Description 2 WSFA 12/04/17-12/10/17 WSFA 12 News at Ten - S Credited	\$225.00 Start/End Time un 10-1030pm	Weekdays Length Rate St :30 \$225.00	<u>Type</u> NM	
24 WSFA 12/03/17 12/10/17 Late News Start Date End Date Weekdays Week: 11/27/17 12/03/171 1 Week: 12/04/17 12/10/171 1	1030p-11P <u>Rate</u> \$225.00 \$225.00	:30	NM 2	\$450.00
25 WSFA 11/30/17 12/01/17 Tonight Show Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 3	1035-1137pm <u>Rate</u> \$200.00	:30	NM 2	\$400.00
Spot Ch Date Range Description ' 1 WSFA 11/27/17-12/03/17 Tonight Show Credited	Start/End Time 1035-1137pm	<u>Weekdays</u> <u>Length</u> <u>Rate</u> ThF :30	<u>Type</u> <i>NM</i>	
26 WSFA 11/30/17 12/01/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 3	1137p-1237x <u>Rate</u> \$50.00	:30	NM 1	\$50.00
Spot Ch Date Range Description 1 WSFA 11/27/17-12/03/17 Late Night w/ Seth Meyers Credited	·	<u>Weekdays Length Rate</u> ThF :30 \$50.00	Type NM	
3 WSFA 11/27/17-12/03/17 Late Night w/ Seth Meyers Credited	1137p-1237x	ThF :30 \$50.00	NM	
27 WSFA 12/02/17 12/09/17 NET Saturday Night Live Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171- 1 Week: 12/04/17 12/10/171- 1	1030p-1203x <u>Rate</u> \$200.00 \$200.00	:30	NM 2	\$400.00
28 WSFA 12/04/17 12/11/17 the voice Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 1 1 Week: 12/11/17 12/17/17 1 1	7-9pm <u>Rate</u> \$1,500.00 \$1,500.00	:30	NM 2	\$3,000.00
29 WSFA 12/05/17 12/12/17 This is Us Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 -1 1	8-9pm Rate \$5,000.00	:30	NM 0	\$0.00
Spot Ch Date Range Description 1 WSFA 12/04/17-12/10/17 This is Us Credited	Start/End Time 8-9pm	Weekdays Length Rate -Tu :30 \$5,000.00	<u>Type</u> NM	
Week: 12/11/17 12/17/17 0	\$0.00			
30 WSFA 12/05/17 12/12/17 Chicago med Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 -1 1	9-10pm <u>Rate</u> \$800.00	:30	NM 1	\$800.00
Week: 12/11/17 12/17/17 -1 1 <u>Spot Ch Date Range Description</u> 2 WSFA 12/11/17-12/17/17 Chicago med Credited	\$800.00 Start/End Time 9-10pm	Weekdays Length Rate -Tu :30 \$800.00	<u>Type</u> NM	
2 WSFA 12/11/17-12/17/17 Chicago med Credited	9-10pm 	-Tu :30 \$800.00	NM	

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 12/07/17 / 12/07/17

*Line Ch Start Date End Date Description	Start/End Time	Days	Spot		Type S	nots	Amount
31 WSFA 12/06/17 12/06/17 the blacklist	658-8pm		:30		NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1	<u>Rate</u> \$600.00			•			
Spot Ch Date Range Description	Start/End Time	Weekday	s <u>Length</u>	<u>Rate</u>	<u>Type</u>		
1 WSFA 12/04/17-12/10/17 the blacklist	658-8pm	W	:30	\$600 .00	NM		
2 WSFA 12/06/17 12/06/17 LAW & ORDER:SVU	9 Onm		:30		NM	1	\$600.00
Start Date End Date Weekdays Spots/Week	8-9pm Rate		.30		MINI	ŀ	φουο.ου
Week: 12/04/17 12/10/171 1	\$600.00						
33 WSFA 11/30/17 12/01/17 Today in Alabama 530a	528am-6am		:30		NM	3	\$750.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 3	<u>Rate</u> \$250.00						
34 WSFA 12/06/17 12/06/17 CHICAGO PD	9-10pm		:30		NM	1	\$800.00
Start Date End Date Weekdays Spots/Week	Rate						
Week: 12/04/17 12/10/171 1	\$800.00		-30		- NIA	1	¢4 000 00
35 WSFA 12/01/17 12/08/17 BLINDSPOT Start Date End Date Weekdays Spots/Week	658-8pm Rate		:30		NM	ļ	\$1,000.00
Week: 11/27/17 12/03/171 1	\$1,000.00						
Week: 12/04/17 12/10/171 1	\$1,000.00 Start/End Time	Weekdav	a Longth	Poto	Type		
Spot Ch Date Range Description 2 WSFA 12/04/17-12/10/17 BLINDSPOT	Start/End Time 658-8pm	F	_	<u>Rate</u> \$1,000,00	<u>Type</u> NM		
Credited				.,			
36 WSFA 12/01/17 12/08/17 DATELINE NBC	810pm		:30		NM	1	\$515.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171 1	<u>Rate</u> \$515.00						
Week: 12/04/17 12/10/171 1	\$515.00						
Spot Ch Date Range Description	Start/End Time	Weekday		• Rate	Type		
2 WSFA 12/04/17-12/10/17 DATELINE NBC Credited	810pm	F	:30	\$ 515.00	NM		
E 37 WSFA 12/02/17 12/09/17 DATELINE SAT NIGHT MU	IY9-10PM		:30		NM	0	\$0.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>		.00		,	•	*****
Week: 11/27/17 12/03/171- 1 Spot Ch Date Range Description	\$300.00 Start/End Time	Maakday	a Longth	Rate	Type		
Spot Ch Date Range Description 1 WSFA 11/27/17-12/03/17 DATELINE SAT NIGHT M	***************************************	Weekday		\$300.00	NM.		
Credited				•			
Week: 12/04/17 12/10/171- 1	\$300.00	Manladay		Data	Time		
Spot Ch Date Range Description 2 WSFA 12/04/17-12/10/17 DATELINE SAT NIGHT M	Start/End Time	Weekday		<u>Rate</u> \$300.00	<u>Type</u> NM		
Credited							
	720-1030p		:30		NM	1	\$1,125.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17 1 1	<u>Rate</u> \$1,125.00						
39 WSFA 12/07/17 12/07/17 NET NFL Thursday Game	720-1030p		:30		NM	1	\$2,500.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1	<u>Rate</u> \$2,500.00]		
40 WSFA 12/03/17 12/03/17 NFL Football	Sun 730P-1030P		:30		NM	1	\$1,125.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>				1		
Week: 11/27/17 12/03/171 1	\$1,125.00						

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Alt Order #



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

08870837 1858711 / Contract Dates **Product** Estimate # 6109 11/30/17 - 12/12/17 HIGHWAY 31 Original Date / Revision <u>Advertiser</u>

Contract / Revision

www.wsfa.com	Advertiser	Original Date		
	ISS/Highway 31	12/07/17	/ 12/	07/17
*Line Ch Start Date End Date Description Time	Spots/ Days Length Week Rate	Type Sp	ots	Amount
Start Date End Date Weekdays Spots/Week Rate				
41 WSFA 12/10/17 12/10/17 NFL Football Sun 730P-1 Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/171 1 \$1,125.00	030P :30	NM	1	\$1,125.00
	.20	NIA	5	£1 750 00
42 WSFA 11/30/17 12/01/17 Today in Alabama 6a-7a Start Date End Date Weekdays Spots/Week Rate	:30	NM	5	\$1,750.00
Week: 11/27/17 12/03/17TF 5 \$350.00				
43 WSFA 11/30/17 12/01/17 NBC Today Show 7-9am	:30	NM	5	\$1,300.00
Start Date End Date Weekdays Spots/Week Rate				
Week: 11/27/17 12/03/17TF 5 \$260.00				
44 WSFA 12/02/17 12/09/17 NBC Saturday Today Show 6-8am	:30	NM	2	\$230.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 11/27/17 12/03/171- 1 \$115.00				
Week: 12/04/17 12/10/171- 1 \$115.00		ı		
45 WSFA 12/03/17 12/10/17 NET NBC Sunday Today Shc7-8a	:30	NM	2	\$250.00
Start Date End Date Weekdays Spots/Week Rate	.30	14141	2	\$230.00
Week: 11/27/17 12/03/171 1 \$125.00				
Week: 12/04/17 12/10/171 1 \$125.00				
46 WSFA 12/03/17 12/10/17 NET NBC Meet The Press 8-9a	:30	NM	2	\$450.00
Start Date				
Week: 11/27/17 12/03/171 1 \$225.00	•			
Week: 12/04/17 12/10/171 1 \$225.00				
48 WSFA 12/04/17 12/08/17 NBC Today 2 9-10am	:30	NM	1	\$250.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 12/04/17 12/10/17 MTWTF 1 \$250.00				
				0050.00
49 WSFA 12/04/17 12/08/17 NBC Today with Kathie Lee 10-11am Start Date End Date Weekdays Spots/Week Rate	:30	NM	1	\$250.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 12/04/17 12/10/17 MTWTF 1 \$250.00				
50 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 11A 11-1130Am	:30	NM	2	\$150.00
Start Date End Date Weekdays Spots/Week Rate	.50	14101	2	Ψ150.00
Week: 12/04/17 12/10/17 MTWTF 2 \$75.00		ı		
51 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 1130AM 1130A-12P	:30	NM	2	\$150.00
Start Date End Date Weekdays Spots/Week Rate		1		
Week: 12/04/17 12/10/17 MTWTF 2 \$75.00				
52 WSFA 12/04/17 12/08/17 WSFA 12 News at Noon 12-1230pm	:30	NM	2	\$500.00
Start Date End Date Weekdays Spots/Week Rate				
Week: 12/04/17 12/10/17 MTWTF 2 \$250.00	•			
53 WSFA 12/04/17 12/08/17 NET Days of Our Lives 1230-130p	:30	NM	1	\$350.00
Start Date End Date Weekdays Spots/Week Rate Week: 12/04/17 12/10/17 MT 1 \$350.00		ı		
	.20	NINA	2	6450.00
54 WSFA 12/04/17 12/08/17 RIGHT THIS MINUTES 130-2p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> Spots/Week Rate	:30	NM	2	\$150.00
Week: 12/04/17 12/10/17 MT 2 \$75.00				
55 WSFA 12/04/17 12/08/17 HARRY 2-3p	:30	NM	2	\$150.00
Start Date End Date Weekdays Spots/Week Rate			•••	Ţ,00,00
Week: 12/04/17 12/10/17 MT 2 \$75.00				
56 WSFA 12/04/17 12/08/17 JUDGE JUDY 2ND RUN 3-330p	:30	NM	3	\$405.00

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Contract / Revision Alt Order # 08870837 18587,11 / Product Estimate #

Contract Dates 11/30/17 - 12/12/17 HIGHWAY 31 6109

Original Date / Revision <u>Advertiser</u> 12/07/17 / 12/07/17 ISS/Highway 31

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTW 3	<u>Rate</u> \$135.00			
57 WSFA 12/04/17 12/08/17 Today in Alabama 430am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 2	430-5a <u>Rate</u> \$25.00	:30	NM 2	\$50.00
58 WSFA 12/04/17 12/08/17 JUDGE JUDY 1ST RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	330-4p <u>Rate</u> \$135.00	:30	NM 3	\$405.00
59 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	M-F 4-430P <u>Rate</u> \$135.00	:30	NM 3	\$405.00
60 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTW 3	M-F 430-5P <u>Rate</u> \$175.00	:30	NM 3	\$525.00
61 WSFA 12/04/17 12/08/17 WSFA 12 News at Five Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTW 3	5-530pm <u>Rate</u> \$425.00	:30	NM 3	\$1,275.00
62 WSFA 12/04/17 12/08/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTW 3	6-630pm <u>Rate</u> \$800.00	:30	NM 3	\$2,400.00
63 WSFA 12/04/17 12/08/17 ENTERTAINMENT TONIGH Start Date	11630-7p <u>Rate</u> \$350.00	:30	NM 2	\$700.00
64 WSFA 12/04/17 12/08/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 3	10-1035pm <u>Rate</u> \$500.00	:30	NM 3	\$1,500.00
65 WSFA 12/04/17 12/08/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 2	5-530a <u>Rate</u> \$200.00	:30	NM 2	\$400.00
66 WSFA 12/04/17 12/08/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 2	1035-1137pm <u>Rate</u> \$200.00	:30	NM 2	\$400.00
67 WSFA 12/04/17 12/08/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 2	1137p-1237x <u>Rate</u> \$50.00	:30	NM 2	\$100.00
68 WSFA 12/04/17 12/08/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	6a-7a <u>Rate</u> \$350.00	:30	NM 3	\$1,050.00
69 WSFA 12/04/17 12/08/17 NBC Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	7-9am <u>Rate</u> \$260.00	:30	NM 3	\$780.00
70 WSFA 12/04/17 12/08/17 Today in Alabama 530a <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	528am-6am <u>Rate</u> \$250.00	:30	NM 3	\$750.00
71 WSFA 12/11/17 12/12/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 MT 1	9-10am <u>Rate</u> \$250.00	:30	N M 1	\$250.00

^{(*} Line Transactions: N = New, E = Edited, D = Deleted)

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 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/12/17
 HIGHWAY 31
 6109

 Advertiser
 Original Date / Revision

 ISS/Highway 31
 12/07/17 / 12/07/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week	Rate			
72 WSFA 12/11/17 12/12/17 NBC Today with Kathie Lee Start Date		:30	NM 1	\$250.00
73 WSFA 12/11/17 12/12/17 ALABAMA LIVE @ 11A <u>Start Date </u>	11-1130Am <u>Rate</u> \$75.00	:30	NM 1	\$75.00
74 WSFA 12/11/17 12/12/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 MT 1	1130A-12P <u>Rate</u> \$75.00	:30	NM 1	\$75.00
75 WSFA 12/11/17 12/12/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 MT 1	12-1230pm <u>Rate</u> \$250.00	:30	NM 1	\$250.00
76 WSFA 12/11/17 12/11/17 WSFA 12 News at Five <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 1 1	5-530pm <u>Rate</u> \$425.00	:30	NM 1	\$425.00
77 WSFA 12/11/17 12/11/17 WSFA 12 News at Six - MF Start Date	6-630pm <u>Rate</u> \$800.00	:30	NM 1	\$800.00
E 78 WSFA 12/11/17 12/11/17 ENTERTAINMENT TONIGH Start Date	7630-7p <u>Rate</u> \$350.00	:30	NM 1	\$350.00
E 79 WSFA 12/11/17 12/11/17 WSFA 12 News at Ten - MF Start Date	10-1035pm <u>Rate</u> \$500.00	:30	NM 1	\$500.00
80 WSFA 12/11/17 12/12/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 MT 1	5-530a <u>Rate</u> \$200.00	:30	N M 1	\$200.00
E 81 WSFA 12/11/17 12/11/17 Tonight Show Start Date	1035-1137pm <u>Rate</u> \$200.00	:30	NM 1	\$200.00
82 WSFA 12/11/17 12/11/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week Week: 12/11/17 12/17/17 1 1	1137p-1237x <u>Rate</u> \$50.00	:30	NM 1	\$50.00
83 WSFA 12/11/17 12/12/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 MT 2	6a-7a <u>Rate</u> \$350.00	:30	NM 2	\$700.00
84 WSFA 12/11/17 12/12/17 NBC Today Show <u>Start Date End Date Weekdays Spots/Week</u> Week: 12/11/17 12/17/17 MT 2	7-9am <u>Rate</u> \$260.00	:30	NM 2	\$520.00
85 WSFA 11/30/17 12/03/17 HARRY <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	2-3p <u>Rate</u> \$75.00	:30	NM 2	\$150.00
86 WSFA 12/04/17 12/08/17 NET Early Today ON <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWT 2	4-430x <u>Rate</u> \$15.00	:30	NM 2	\$30.00
87 WSFA 12/11/17 12/12/17 NET Early Today ON	4-430x	:30	NM 2	\$30.00

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 Advertiser
 Original Date / Revision

 ISS/Highway 31
 12/07/17 / 12/07/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week Week: 12/11/17 12/17/17 MT 2	<u>Rate</u> \$15.00			-
88 WSFA 12/07/17 12/07/17 NET NFL Thursday Game Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17T 1	720-1030p <u>Rate</u> \$2,500.00	:30	NM 1	\$2,500.00
89 WSFA 12/07/17 12/07/17 NET NFL Thursday Pre-Gar <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17T 1	n630-730p <u>Rate</u> \$400.00	:30	NM 1	\$400.00
90 WSFA 12/06/17 12/06/17 Wednesday Hour 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17w 2	8-9pm <u>Rate</u> \$600.00	:30	NM 1	\$600.00
Spot Ch Date Range Description 2 WSFA 12/04/17-12/10/17 Wednesday Hour 2 Credited	Start/End Time 8-9pm	<u>Weekdays</u> <u>Length</u> • <u>Rate</u> W :30	<u>Type</u> <i>NM</i>	
91 WSFA 12/09/17 12/09/17 Saturday Hour 3 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17S- 2	9-10PM <u>Rate</u> \$225.00	:30	NM 1	\$225.00
Spot Ch Date Range Description 1 WSFA 12/04/17-12/10/17 Saturday Hour 3 Credited	Start/End Time 9-10PM	Weekdays Length Rate Sa :30 \$225.00 . .	Type NM	
92 WSFA 12/04/17 12/10/17 Today In Alabama Start Date	6a-7a <u>Rate</u> \$350.00	:30	NM 1	\$350.00
93 WSFA 11/30/17 11/30/17 NET NFL Thursday Pre-Gar Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17T 1	n 630-730p <u>Rate</u> \$500.00	:30	NM 1	\$500.00
94 WSFA 12/04/17 12/10/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17TF 2	6-630pm <u>Rate</u> \$800.00	:30	NM 2	\$1,600.00
95 WSFA 12/02/17 12/02/17 Saturday Hour 3 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17S- 1	9-10PM <u>Rate</u> \$300.00	:30	NM 1	\$300.00
96 WSFA 12/04/17 12/04/17 Monday Hour 3 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 M 1	9-10pm <u>Rate</u> \$600.00	:30	NM 1	\$600.00
97 WSFA 12/03/17 12/03/17 NFL Football Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17S 1	Sun720p-1030p <u>Rate</u> \$1,125.00	:30	NM 1	\$1,125.00
98 WSFA 12/04/17 12/04/17 the voice <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 M 1	7-9pm <u>Rate</u> \$1,500.00	:30	NM 1	\$1,500.00
99 WSFA 12/05/17 12/05/17 The Voice Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 -T 1	658-8pm <u>Rate</u> \$1,350.00	:30	NM 1	\$1,350.00
100 WSFA 12/01/17	8-10pm <u>Rate</u> \$515.00	:30	NM 1	\$515.00

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Original Date / Revision

188

\$65,575.00

12/07/17

/ 12/07/17



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

Week: 12/04/17

Totals

12/10/17

188

	Contract / Revision 1858711 /	Alt Order # 08870837	
Contract Dates	Product	Estimate #	
11/30/17 - 12/12/17	HIGHWAY 31	6109	

ISS/Highway 31 Start/End Spots/ Time Length Week *Line Ch Start Date End Date Description Rate Type Spots Amount Days End Date Weekdays Spots/Week Start Date Rate :30 NM 101 WSFA 12/01/17 12/01/17 dateline nbc 8-10pm \$510.00 Start Date **End Date** Weekdays Spots/Week Rate Week: 11/27/17 12/03/17 \$510.00 1 102 WSFA 12/05/17 12/10/17 WSFA 12 News at Six - MF 6-630pm :30 NM \$800.00 **End Date** Spots/Week Start Date <u>Weekdays</u> Rate Week: 12/04/17 12/10/17 \$800.00 -TWTF--1 12/09/17 \$25.00 103 WSFA 12/09/17 ET WEEKEND 1203-103x :30 NM Start Date End Date Weekdays Spots/Week Rate Week: 12/04/17 \$25.00 12/10/17 ----S-1 :30 NM \$800.00 104 WSFA 12/11/17 WSFA 12 News at Six - MF 6-630pm 12/11/17 Start Date **End Date** Weekdays Spots/Week Rate Week: 12/11/17 12/17/17 1 \$800.00 NM \$1,515.00 :30 105 WSFA 12/08/17 12/08/17 AHSAA Football 7p-10p Spots/Week Start Date End Date <u>Weekdays</u> Rate Week: 12/04/17 12/10/17 \$505.00 NM \$300.00 N 106 WSFA 12/09/17 12/09/17 8-9PM :30 dateline sat night myster Start Date **End Date** Weekdays Spots/Week Rate \$300.00 Week: 12/04/17 12/10/17 107 WSFA 12/10/17 12/10/17 LF SU 1130p-12x 1130p-12x :30 NM \$100.00 Spots/Week Start Date End Date Weekdays Rate

Advertiser

Time Period # of Spots **Gross Amount** Agency Comm. Net Amount 11/27/17 -12/12/17 \$65.575.00 (\$9.836.25)\$55,738,75 188

(\$9,836.25)

\$100.00

Totals

\$55,738,75

Signature: Date:

1

\$65,575.00

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FAX# 703-516-9680 CREDIT RISK !!: HARRIS REPORT FROM REP **CHANGES** AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

TRF# 1858711 V #1 \$\$\$

REP HEADLINE# 8870837 TRF# \$\$\$ MOD# 6: UNAPPROVED REV #1

HEADLINE# 8870837

DEC7/17 12.25 *** WSFA-TV ***

.25 12 # SALESMAN REGIONAL DATE DEC7/17 (H) RYAN EDDINS JESSE DEMASTRIE LOCAL OFF.# WAA CLASS: NATL. BUYER NAME SALES PRSN REP.# INVOICE) CO-OP BILLING NEEDED ORDER, 100 (LINE, SUITE 20007 STRATEGIES EST#6109 COMMENTS: 8870837 STREET NW DC WK-2 31 # ISS/HIGHWAY WATERFRONT WASHINGTON CONTRACT DEC12/17 3050 K STATE TAX AGY. NAME ADV. NAME FLIGHT DATES NOV30/1 37 HIGHWAY CITY TAX ORDER # PRDCT ADV AGY

PREVIOS TTL \$65,475 REVISED TTL, \$65,575 \$100 WAS ADDED TO ORDER D/T LEFT OVER MONEY REVISED ORDER ADDED LINE 107 REP:

STA:

CON CM

THANKS JASMINE FOR RYAN

PLS CONFM

BYOC

HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST A CASH IN ADVANCE SCHEDULE H S **** THIS

6Р

: TOT1.	SPTS:	
DAYS)	
WE/EK :	INVI	
END SPTS:	: /WK: INVT	
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6109

II

AGENCY EST#

361 . 385 385 AGENCY ADVERTISER CODE AGENCY PRODUCT CODE = 3 12/10 \$100.00

12/10

BEASLEY ALLEN BEASLEY ALLEN PROGRAM :

30

1130P-1200M

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107

SUN

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DEC7/17 12.25 *** WSFA-TV *** FAX# 703-516-9680 CREDIT RISK !!!
HARRIS REPORT FROM REP
CHANGES REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY ORDER WORKSHEET REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 6: UNAPPROVED REV #1 \$\$\$

:LINE#:REP :CD: TIME PERIOD : LGTH : SEC : RATE : START : END :SPTS: WEEK : DAYS : DAYS :	:TOTI:	:SPTS:	65575.00
LINE#:REP :CD: TIME PERIOD : LGTH : SEC : RATE : START : END :SPTS: WEEK :	DAYS		
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LINE#:REP :CD: TIME PERIOD : LGTH : SEC : RATE : : : : : : : : : : : : : : : : : : :	END	DATE	
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WIYC 08 WBMM 18 CABL 0% WCOV 08 WAKA 43% EAKA 0% WNCF 15% ESFA 0% WSFA 41% MARKET TOTALS \$159,939

ACCURATE SHARES

DEMOS- RA35+* SVC- NSI

*-MULTIPLE N-PROGRAM NAME Z-COMMENTS M-MAKEGOOD Y-DAYS L-LENGTH X-LATE T-TIME DE-DELETE E-EFF DATES S-SPOTS PER WEEK C-CANCELLED R-RATE Q-PAID PGM B-BUY TYPE P-CLASS, PLAN, SECT A-ADD MOD CODE

AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN TRF# 1858711 #1 \$\$\$

HEADLINE# 8870837 MOD# 6: APPROVED REV

REP SSS

DEC7/17 13.27 *** WSFA-TV FROM STATION RISK !!! REPORT CREDIT HARRIS ORDER WORKSHEET

703-516-9680

FAX#

Ŋ 13 # SALESMAN DATE DEC7/17 REGIONAL (H) EDDINS DEMASTRIE LOCAL RYAN OFF.# JESSE WA-CLASS: NATL. PRSN BUYER NAME SALES REP.# INVOICE) CO-OP BILLING NEEDED ORDER, 100 (LINE, SUITE WATERFRONT STRATEGIES 20007 EST#6109 COMMENTS: 8870837 J STREET NW Ŋ WK-2 31 # ISS/HIGHWAY WASHINGTON, CONTRACT DEC12/17 3050 K STATE TAX NAME ADV. NAME AGY. FLIGHT DATES NOV30 31 HIGHWAY CITY TAX # # ORDER PRDCT ADV AGX

REVISED ORDER ADDED LINE 107 REP:

PREVIOS TTL \$65,475 REVISED TTL, \$65,575 \$100 WAS ADDED TO ORDER

LEFT OVER MONEY D/T PLS CONFM

THANKS JASMINE FOR RYAN

STA:

**** A CASH IN ADVANCE SCHEDULE H S **** THIS CON CM

6P CONTRACT SCHEDULED FOR GENERATION SPTS TO AIR ON 12/12 PAST ORDER HAVE BEEN APPROVED. HIGHWAY 31, NO CHANGES OF THIS NOTICE

65575.00 ω TOTAL CONTRACT

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